

North Dakota Red Angus Association

January 4, 2024

Board of Directors Meeting

7:30 PM CST

Zoom

MINUTES

1.0 Roll Call: Sam Twedt, Bryan Ressler, Scott Kueffler, Chuck Steffan, Annette Steffan, Chris Wasem, Ryan Clementson, Ben Lodoen (Joined mtg at 8:30 pm CST), Rick Rohrich

2.0 Meeting was called to order by President Sam Twedt at 7:34 PM CST.

3.0 Secretary Report (Annette Steffan)

3.1.1 Minutes from December 7, 2023, NDRAA Board Meeting held at the Bismarck Hotel and Convention Center, Bismarck ND.

Corrections:

Motion: Chris Wasem moved to approve the minutes of the December 7, 2023, NDRAA Board Meeting held at the Bismarck Hotel and Convention Center, Bismarck ND.

Second: Bryan Ressler

Action: Minutes of the December 7, 2023, NDRAA Board Meeting held at the Bismarck Hotel and Convention Center, Bismarck ND approved. **MOTION PASSED.**

3.1.2 2023 Annual Meeting Minutes were reviewed. There were no corrections or additions.

3.1.3 Bylaws signed by: Sam Twedt, President, Annette Steffan, Co-Secretary/Treasurer, Chuck Steffan, Co-Secretary/Treasurer. Annette will send 5 copies to Sam to be hand signed. 4 permanent copies will be held in the files of the Secretary Treasurer.

3.1.4 ND Secretary of State Annual Report
Annette Steffan submitted the Annual Report on December 10, 2023, and the ND Red Angus Association is in good standing.

4.0 Treasurer Report (Chuck Steffan)

4.1.1 Bills were sent out starting the week of December 11, 2023, from the ND Red Select Sale.

4.1.2 Detailed Balance Sheet (See attached):

Total Expenses (November 1, 2023 to December 31, 2023) \$80,581.05 (this total includes the expenses paid by Kist Livestock for the Red Select Sale)

Total Income (November 1, 2023 to December 31, 2023) \$61,574.05

 Donation Heifer Raffle Income to date: \$10,250

 Donation Heifer Raffle to collect: \$2600

 Directory-Premium Pages Income to date: \$600.00

 Directory-Premium Pages (Pledged): \$13,000

 Member Dues (30 members) Income to date: \$1500.00

 Member Dues Billed (19 members) \$950.00

 Prorated Advertising (18 participants): \$4520.00

Prorated Advertising (Pledged)

\$500.00

CD at Dakota Community Bank:	\$11,046.76
Checking Account Balance:	\$29,185.31
Total cash position:	\$40,232.07

Motion: Rick Rohrich moved to accept the NDRAA Financials for the period of November 1, 2023, to December 31, 2023.

Second: Scott Kueffler

Action: Treasurer’s Report for period of November 1, 2023, to December 31, 2023 approved.

MOTION PASSED.

4.1.3 ND Junior Red Angus Association (Annette Steffan): (See Attached Detailed Balance Sheet)

Total Expenses (November 1, 2023 to December 31, 2023)	\$8,873.19
Total Income (November 1, 2023 to December 31, 2023)	\$25,844.99
Silent Auction Income:	\$1424.99
Donation Semen Auction Income to date:	\$29,200.00
Semen to Collect:	\$7,000.00
Membership Dues to Collect:	\$ 315.00
Checking Account Balance:	\$38,785.66

Motion: Chuck Steffan moved to accept the NDJRAA Financials for the period of November 1, 2023, to December 31, 2023.

Second: Bryan Ressler

Action: The NDJRAA Financials for the period of November 1, 2023, to December 31, 2023 approved. **MOTION PASSED.**

4.1.3 ND Junior Red Angus Association Bylaws

Motion: Chuck Steffan moved to accept the ND Junior Red Angus Association Bylaws and to put them in the permanent NDRAA Secretary records.

Second: Rick Rohrich

Action: The ND Junior Red Angus Association Bylaws were reviewed and approved and will be put in the permanent NDRAA Secretary records. **MOTION PASSED.**

5.0 Standing Committee Reports

President Sam Twedt assigned the committees for 2024

5.1.1 **By-Laws Committee.** The By-Laws Committee will be comprised of: two members of the current board, two members appointed by the President that have been a past officer/director, a member at large, and the Vice President (who will be the committee chair)

1. Bryan Ressler (Vice President) Chair
2. Annette Steffan (Secretary/Treasurer)
3. Robert Campbell (Past President) (Sam will ask if he wants to serve again)
4. Kenny Forster (Past President) (Sam will ask if he wants to serve again)
5. Marc Schrieffer (Member at Large) (Sam will ask if he wants to serve again)

- 5.1.2 **Nominating Committee.** The Nominating Committee will be comprised of the immediate past president (who will be the committee chair) and two members appointed by the President, including a past officer or board member and a member at large.
1. Scott Kueffer (Immediate Past President) Chair
 2. (Past officer or director) Sam will appoint
 3. (Member at large) Sam will appoint
- 5.1.3 **ND Junior Red Angus Association.** The ND Junior Red Angus Committee will be comprised of two members appointed by the president, including a board member (who will be the committee chair) and an advisor of the ND Junior Red Angus Association. If a board member is an advisor of the NDJRAA then this committee will comprise one member.
1. Annette Steffan (Secretary/Treasurer and Junior Advisor)
- 5.1.4 **Red Select Sale Committee.** The Red Select Sale Committee is charged with planning the Red Select Sale each year. The Red Select Sale Committee will be comprised of three members appointed by the President, including a board member who will be the committee (chair), the immediate past president and a member at large.
1. Scott Kueffler (Immediate Past President)
 2. Ryan Clemetson (NDRAA Board Member) Chair
 3. Kaden Rohrich (Member at Large) Sam will contact
- 5.1.5 **FCCP (Feeder Calf Certification Program) Sale Committee.** The FCCP Sale Committee is charged with developing a plan to develop and enhance new and established FCCP sales each year. The FCCP Committee will be comprised of four members appointed by the President, including a board member (who will be the committee chair), the President and two members at large.
1. Sam Twedt (President)
 2. Ben Lodoen (Board Member) Chair
 3. Max Robison (Member at Large) Sam will contact
 4. (Member at Large) Sam will appoint
- 5.1.6 **Advertising & Promotion Committee.** The Advertising & Promotion Committee is charged with developing an advertising and promotion plan each year. The Advertising & Promotions Committee will be comprised of three members appointed by the President, including a board member (who will be the committee chair), the Secretary/Treasurer and a member at large.
1. Annette Steffan (Secretary/Treasurer)
 2. Rich Rohrich (Board Member) Chair
 3. Tracey Koester (Member at Large)
- 5.1.7 **Fundraising Committee.** The Fundraising Committee is charged with developing a fundraising plan each year. The Fundraising Committee will be comprised of three members appointed by the President, including a board member (who will be the committee chair), the Secretary/Treasurer and a member at large.
1. Chuck Steffan (Secretary/Treasurer)
 2. Ben Lodoen (Board Member) Chair
 3. (Member at Large) Sam will contact

5.1.8 **National/Regional/State Events Committee.** The Events Committee is charged with informing the board of events throughout the year and developing a plan to have representation from the NDRAA at those events each year. The Events Committee will be comprised of three members appointed by the President, including a board member (who will be the committee chair), a NDJRAA Advisor and a member at large.

1. Chris Wasem (Board Member) Chair
2. Annette Steffan/Shaye Koester/Sara Lee (NDJRAA Advisor)
3. Steve Koester (Member at Large)

5.1.9 **Membership Committee.** The Membership Committee is charged with new membership, maintaining a current membership list, and assisting the Secretary/Treasurer in collection of dues and/or membership information. The Membership Committee will consist of a board member (who will be committee chair), and two members at large.

1. Annette or Chuck Steffan (Co-Secretary/Treasurer)
2. Bryan Ressler (Board Member) Chair
3. (Member at Large) Sam will appoint
4. (Member at Large) Sam will appoint

5.1.9a 19 Membership renewal letters and an invitation to participate in prorated advertising were sent out along with an invoice for dues. To date 2 responses have been received.

5.1.9b National List: Annette will draft a letter to invite people to membership based on the RAAA website.

5.1.10 **Special Committee: 60th Anniversary Committee**

1. Annette Steffan (Board) Co Chair
2. Jolyn Wasem (Member at Large) Co-Chair
3. Rylee Lodoen (Member at Large)
4. Tiffany Wold (Member at Large)
5. Kenny Forster (Member at Large) Annette will ask
6. Riley Schrieffer (Member at Large) Annette will ask

6.0 Old Business:

6.1 Secretary Stipend for FY 2022/23

6.1.1 **Motion:** Chris Wasem moved to pay a \$5000 secretary stipend to Annette Steffan for Fiscal Year 2022-2023.

Second: Scott Kueffler

Discussion: Due to the extra work to get the Association business organized it was unanimously felt that the stipend should be higher.

Action: A \$5000 secretary stipend will be paid to Annette Steffan for Fiscal Year 2022-2023. **MOTION PASSED.**

6.1.2 Secretary Stipend for FY 2023/24 will be evaluated for Fiscal Year 2023/2024 because it is uncertain what the workload will be. Secretary, Annette Steffan was comfortable with that but expressed that the board should consider some sort of evaluation process.

6.1.3 Informal evaluation thought of the current work of the Secretary/Treasurer was positive with no complaints.

6.2 ND Red Select Sale

6.2.1 Red Select Sale Recap

Grand Total Revenue	\$334,400.00
Total Consigner Expenses	\$43,734.05
% Commission Paid by Consigners	13%
Total NDRAA Expenses	\$10,463.96 (this does not include the nomination fees)
% Commission Paid by NDRAA	3%

NDJRAA Semen Sale Revenue to date: \$29,200.00

6.2.2 Review of sale

6.2.2a Overall the comments on the sale were very positive. The addition of Brian McKenzie as commentator brought energy to the sale and was well received. Adding Kyle Gilchrist as a sale consultant was positive as he was able to get 7 head sold.

6.2.3 Sale Management: Jeff Thomas overall the board felt Thomas Sales Management did a good job. It was agreed to wait on the evaluation forms before the decision to rehire Thomas Sale Management for the 2024 ND Red Select Sale.

6.2.4 Evaluation form was reviewed for any corrections or additions. The return deadline for the form will be February 1. Annette will let the board know the progress on the returns and if need be, members of the board will call people to get responses.

6.3 Annual Meeting and Banquet Review was positive. Comments on having the speaker at the meeting were well received.

7.0 New Business

7.1 Cow Camp Promotions Proposed Facebook Management Contract (see attached)

7.1.1 Annette paid Cow Camp Promotions \$1500 for the 1st quarter because productions sale ads were already going to be posted.

Motion: Scott Kueffler moved to accept Option 2 for \$500/month (\$1500/quarter) for the 1st quarter of 2024 from Cow Camp Promotion for Facebook Management of ND Red Angus Association Facebook page.

Second: Ryan Clemetson

Discussion: To possibly do Option 2 (\$500/month (\$1500/quarter) for 3 quarters of the year (Quarters 1, 2 and 4) and Option 1 (\$400/month (\$1200/quarter) for Quarter 3. Annette will ask if any of these would qualify for the Affiliated Grant Program. Discussion was also held on whether only

the prorated advertisers' sales would only be listed-the consensus of the board was to only post prorated advertisers. It was also discussed to drop 3 months of the printed prorated advertising in the Red Angus Magazine. Annette will discuss this with Tracey Koester.

Action: Option 2 for \$500/month (\$1500/quarter) for the 1st quarter of 2024 from Cow Camp Promotion for Facebook Management of ND Red Angus Association Facebook page was approved. **MOTION PASSED.**

7.2 NDRAA Computer

7.2.1 The ND Junior Red Angus Association purchased a computer with Microsoft software valued at \$1913.3 and paid for the 2024 subscription for QuickBooks valued at \$1232.49 for the ND Red Angus Association in appreciation of their support of the ND Junior Red Angus Association. The board Thanked the Juniors for the gift.

7.3 ND Stockman's Magazine (part of the NDSA Allied Industries Contract) Ad content schedule:

7.3.1 Schedule

January-Annual Meeting and Sale Recap
February-Bull (Affiliated Grant Qualify)
March-Bull (Affiliated Grant Qualify)
April-Female (Affiliated Grant Qualify)
May-Field Day
June/July-ND State Fair/County Buckle Program
August-County Buckle Program
September-ND State Fair Recap
October-Feeder Calf (Affiliated Grant Qualify)
November-Feeder Calf (Affiliated Grant Qualify)
December-Merry Christmas Thank You

Motion: Ben Lodoen moved to approve the 2024 NDSA Ad content schedule.

Second: Chris Wasem

Action: The ND Stockman Magazine ad content was approved for 2024. **MOTION PASSED.**

7.4 2024 ND Red Angus Association Annual Meeting, Banquet & ND Red Select Sale

Date: Friday, December 13, 2024

Time: 1:00 PM CST (Meeting)

5:00 PM CST (Social)

6:00 PM CST (Banquet)

Headquarters: Bismarck Hotel and Convention Center, Bismarck ND

Date: Saturday, December 14, 2024 (ND Red Select Sale)

Location: Kist Livestock, Mandan ND

Motion: Scott Kueffler moved to approve December 13 & 14, 2024 for the NDRAA Annual Meeting and ND Red Select Sale to be held at the Bismarck Hotel and Convention Center, Bismarck ND and Kist Livestock, Mandan ND respectively.

Second: Chuck Steffan

Action: December 13 & 14, 2024 approved for the NDRAA Annual Meeting and ND Red Select Sale to be held at the Bismarck Hotel and Convention Center, Bismarck ND and Kist Livestock, Mandan ND respectively. **MOTION PASSED.**

8.0 Other New Business:

8.1 Commercial Producer Award: Chuck Steffan proposed that through a nomination process a commercial producer award recognizing outstanding commercial Red Angus producers be awarded at the annual banquet. The seedstock producers would nominate their customers for the award. Chuck Steffan will develop a form and some criteria to present to the board at the next meeting.

9.0 Next Meeting Date: Thursday, February 8, 2024

Time: 8:00 pm CST

Zoom

10.0 Adjourn

Motion: Rick Rohrich moved to adjourn the meeting.

Second: Ryan Clemetson

Action: Meeting adjourned at 10:09 pm CST.

Respectfully Submitted,

Annette Steffan

Annette Steffan
Co-Secretary/Treasurer
ND Red Angus Association